



Happy Trails Newsletter™

Serving Melody Acres

April 2013

“Plain-speaking horse sense for the love of our neighborhood”



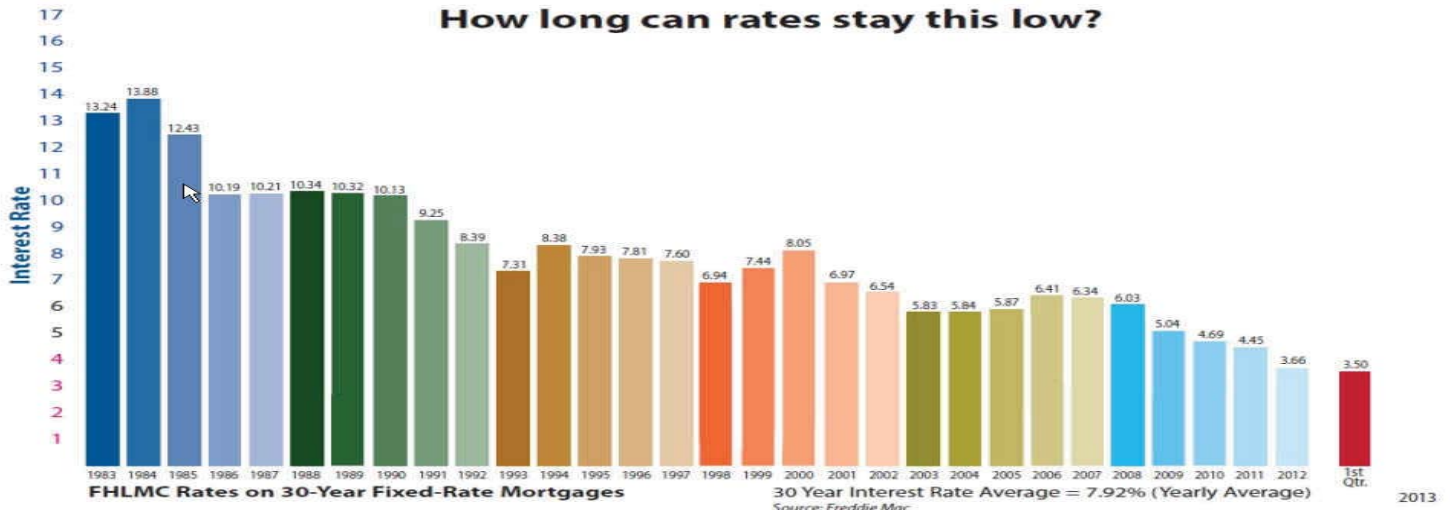
Melody Acres Sales Activity

Home Closings

Address	#Beds/Baths	House Size	Lot Size	Type	Price	Closed	Days
5907 Calvin Avenue	4 bed / 2 ba	1,712 sq. ft. / 22,505 sq. ft.		Short sale	\$ 439,000	04-10-13	59
5925 Calvin Avenue	3 bed / 2 ba	1,381 sq. ft. / 22,505 sq. ft.		Standard	\$ 620,000	04-10-13	67
5959 Tampa Avenue	4 bed / 4 ba	4,940 sq. ft. / 11,783 sq. ft.		REO	\$ 723,000	04-02-13	214

I have several buyers who have expressed interest in moving to our unique, special neighborhood. All have been pre-approved for their loans and are ready to purchase.

If you want to sell your home, please let me know. I might just have the right buyer for you. There are only 2 houses currently for sale - maybe they'll want yours!



Monique Bryher

Broker-Associate / Realtor®

Conventional (equity) Sales, Short Sales, Probate Sales



Monique is a proud 19-year homeowner in Melody Acres

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Are you thinking about selling your home? Call me! ==> **818-430-6705**

Disclosures: the Difference between a Smooth Sale or a Nightmare

Tips from the California Association of Realtors®

Why are there so many disclosures? Disclosures are meant to protect both buyers and sellers by making sure that all parties are aware of problems or potential problems with a property. Though at times frustrating, the level of detail in the paperwork is designed to make both buyer and seller aware of the specifics of their transaction, and to minimize or eliminate issues down the road.

What are the disclosure requirements for REALTORS®? In California, sellers may ask REALTORS® for help when disclosing information on a wide range of issues including airport proximity, methamphetamine contamination, whether or not the windows have security bars, and natural hazards such as flood, fire and seismic risks. Sellers may also be required to include information on quantifiable issues such as whether they know there is lead paint on the property to more subjective issues like noisy neighbors or whether or not a common fence is an issue.

When in doubt, disclose. Occasionally a property might have an issue that's not covered in the comprehensive list of standard disclosures. In these cases, full disclosure is the best way to go. It protects both parties legally, and can eliminate troubles down the road. An additional disclosure might affect final negotiations for entering into a sales contract, but in most cases will not be enough to derail a sale.

The stakes are high. In addition to being ethical and following good business practices, full disclosure will keep you on the right side of the law. If a seller or REALTORS® (usually the listing agent) is found to have failed in properly disclosing a problem, they can be held liable for the buyer's damages. Needless to say, the phrase "better safe than sorry" is more than applicable when it comes to disclosures.

** Space requirement limited the listing of all the tips. Contact me if you would like more information.

... Don't Horse Around ...

Selling your home? Buying a home?

Call **818-430-6705**



Monique Bryher

Broker-Associate / Realtor®

www.MelodyAcresHomes.com

Not intended as a solicitation if you are already working with a real estate agent